

Message Text

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ACTION SS-25

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FM AMEMBASSY AMMAN

TO SECSTATE WASHDC NIACT IMMEDIATE 5318

S E C R E T AMMAN 5394

EXDIS

DEPARTMENT PASS DOD/ISA AND USCINCEUR SPECAT EXCLUSIVE

E.O. 11652: GDS

TAGS: MASS, JO, US

SUBJECT: HUGHES AIR DEFENSE SEMINAR

REFS: STATE 184176 AND 185233

1. DOSCH (REFTELS) ARRIVED IN AMMAN MORNING AUGUST 9. HE EXPLAINED HE DID NOT KNOW REASONS FOR CANCELLATION OF SEMINAR AND COULD NOT TELL US. HE THEN SAW RJAF CHIEF OF STAFF ABOUD (JAF CHIEF OF STAFF BIN SHAKER WAS UNAVAILABLE) AND EXPLAINED THAT HUGHES COULD NOT PROVIDE SEMINAR. HE AGREED WITH DATT AMMAN THAT HE WOULD TELL ABOUD THAT HUGHES OVEREXTENDED AND COULD NOT TAKE ON THE BUSINESS.

2. AT APPROXIMATELY TIME DOSCH WOULD HAVE FINISHED WITH ABOUD, CHIEF OF STAFF CALLED DATT AND ASKED WHAT WAS GOING ON? DATT EXPLAINED EMBASSY AND USG HAD MADE MAJOR EFFORT WITH HUGHES OVER PAST WEEK TO NO AVAIL. BUT WE WERE INVITING HUGHES' COMPETITORS LITTON AND ITT TO COME TO JORDAN TO INSURE THAT BRITISH (MARCONI) HAD COMPETITION IN COMMAND AND CONTROL AREA AND HOPEFULLY ALSO TO PROVIDE SOME BACKGROUND TO SENIOR JAF OFFICERS ON BASIC AIR DEFENSE.

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EM WE DO NOT BELIEVE THAT GOJ WILL, WHEN IT THINKS

ABOUT THE QUESTION, SO GLIBLY DISMISS FACT THAT
OTHER INFLUENCES (ISRAELI) MAY HAVE BEEN INVOLVED.
(UNFORTUNATELY, FOR WHATEVER REASON MAY EXIST DOSCH
--PROTECT-- HAS ALSO LED US BY INFERENCE TO SOMETHING
OF THE SAME CONCLUSION. DOSCH IS NOW
STRIDENTLY LAMENTING A LARGE FUTURE LOSS IN ARAB
BUSINESS FOR HUGHES BECAUSE OF THIS FIASCO.) AT THE
VERY LEAST HUGHES IS UNDER A CLOUD HERE.

4. I EXPECT IN NEXT 24 HOURS TO BE SEEING KING.
IN HIS PRESENT STATE OF UNEASE ABOUT ALL OF THE
AIR DEFENSE BUSINESS, WHICH IS REFLECTED DAILY IN
HIS TALKS TO THE PRESS, I FEEL SURE THIS LATEST
GLITCH WILL COME UP. I WOULD BE GRATEFUL FOR FILL-IN
FROM DEPARTMENT ASAP ON WHAT HUGHES HAS OFFERED
AS ITS COMMERCIAL REASONS FOR BOWING OUT.

5. IS THERE ANY CHANCE, FAILING PRIVATE COMPANY
COOPERATION, WE CAN USE DOD COMMAND AND CONTROL TEAM
SCHEDULED TO ARRIVE AUGUST 20 TO CARRY OUT THE SEMINAR
IN THEIR AREA OF SECPERTISE.
JORDAN IS PAYING THE BILL FOR THIS
TEAM AND THEIR ARRIVAL IS TIMELY. THIS WOULD NOT
PROVIDE THE US COMMERCIAL COMPETITION WITH MARCONI
THAT JAF (AND WE) THINK MARCONI REQUIRES, BUT IT WOULD
HELP TO SALVAGE SOMETHING AT A TIME WHEN EVERY EXTRA
ROCK OF THE BOAT ADDS TO INCREASING NERVOUSNESS
AND CONCERN IN HIGH PLACES HERE.
PICKERING

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEES.

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NNN

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